

U.S. Patent Application No. 10/052,900
Attorney Docket No. 1011/1

REMARKS

This paper responds to the Office Action mailed October 9, 2009. Claims 1-11 were pending. Claims 1-11 have been amended to more clearly define the claimed invention. Claims 1-11 remain pending.

Claims 1-11 Are Patentable Over Barnes in view of Stroh

The Examiner rejected claims 1-11 under 35 U.S.C. § 103(a) as being unpatentable over U.S. Patent No. 5,970,475 to Barnes et al. [hereinafter "Barnes et al."] in view of U.S. Patent No. 7,155,409 to Stroh [hereinafter "Stroh"]. The Examiner contends that Barnes et al. discloses all of the elements recited in the claims at issue, except for "*providing commercial terms applicable to the included elements, wherein the selecting and providing steps are performed consistent with contract terms between the purchasing entity and the vendor, wherein the commercial terms include both intrinsic and extrinsic terms*" [hereinafter "the missing teaching"]. For this missing teaching, the Examiner cites Stroh and contends "it would have been obvious to one of ordinary skill in the art at the time the invention was made to modify the system and methods of Barnes [et al.] to incorporate intrinsic and extrinsic terms into a purchase order as taught by Stroh in order to implement national and international practices when importing/exporting goods." In support of his rejection, the Examiner cited several portions of Stroh, which are reproduced below for the convenience of the reader.

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20 The opposite is true for an importer. To an importer,
particularly for products coming from a catalog with specific
descriptions, parts numbers and per piece prices quoted in
advance, a purchase order is in the control of the importer,
and can accurately be constructed to reflect the terms and
25 conditions under which the importer wishes to buy goods.
Thus, many importers may prefer to control the transaction
and may do so, pursuant to the invention by employing a
purchase order to implement, effect or control the process in
an equivalent manner to the way in which an exporter can
30 use a proforma invoice.

Stroh, col. 12, lines 20-30.

please payment draft references the pro-forma invoice to 30
define the traded product. Alternatively, but less conven-
iently, these particulars and agreements could be incorpo-
rated in a purchase order furnished by the buyer. The name
of the document, and even the issuer, can be varied. What is
desirable for a preferred document is that it define the 35
transaction with particularity and include payment and non-
recourse agreements such as those described above.

Stroh, col. 13, lines 51-57.

payment to the seller, subject to conventional discounts. 38

In a preferred embodiment of an import purchase order
process, according to the invention, the pre-release payment
draft is a bill of exchange accepted by the buyer at the time
of the issuance of the purchase order which specifies the
terms, conditions and triggering event or events under which 20
the seller may accinate the bill of exchange at a later date, by
performing the agreed upon acts specified in the purchase
order.

In such a purchase order implementation process, the
buyer signs the acceptance portion of the bill of exchange as 25
if the seller, as originator, had supplied the document to the
buyer. Since the buyer is ordering the goods, and intends to
pay under terms and conditions mutually agreeable between
buyer and seller, and is in fact the paying party, then the
buyers's early acceptance of the bill of exchange is confir- 30
mation of the buyer's willingness to pay. The seller as in
previous examples, still must determine the ability of the
buyer to pay, and must agree to the terms and conditions that
will trigger payment.

Stroh, col. 15, lines 15-34.

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30 The sales agreement embodied in or accompanying the pro-forma invoice can also include choice of law clauses specifying laws applicable to the offer and acceptance cycle and to the underlying trade transaction. For example, reference can be made to laws of the state of a national or supranational territory such as the United States of America or the European Union. Preferably, for international trade
35 transactions, an international treaty is specified, for example, the Vienna Convention on the International Sale of Goods, which the United States and most industrial countries have ratified. Where one party is domiciled in a country not a party to the treaty, treaty law can nevertheless be invoked by
40 contract to provide a uniform legal basis for multiple transactions, and to reference a body of transaction law which can be acceded to, and from which derogations or variations can be made by agreement.

45 The pro-forma invoice provides a convenient vehicle for embodying not only the transaction particulars but also the above-described transaction-specific agreements, because the triggering event will usually be controlled by the seller. Therefore the seller will create the document that accompanies the goods, namely the invoice. In this case the
50 pro-forma invoice is a system precursor of an actual invoice. The latter can be quickly and accurately generated from the former.

55 However, other documents could be used to embody the sales or purchase agreement terms preferred by the invention, as described herein, for example a purchase order. Such purchase order should also be signed by the buyer in order to have the same force and effect as the signed pro-forma invoice described more fully herein.

Stroh, col. 22, lines 28-59.

In such case the importer may play the major role in the process and be equipped with a trade finance software module. Such a sophisticated importer may also generate one or more purchase orders embodying the relevant sales
45 agreement terms, as described herein, rather than pro-forma invoices.

Stroh, col. 39, lines 42-47.

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PRO-FORMA INVOICE COVER SHEET		
EXPORTER INFORMATION	TERMS OF SALE	
IMPORTER INFORMATION	SHIP TO	
PRO-FORMA INVOICE SUMMARY INFO.		
BANK OF PRESENTATION (IMPORTER'S BANK) INFO	CARRIAGE INSURER INFO	
	IMPORT CERTIFICATIONS	
IMPORT DOCUMENTS REQUIRED		
PRO-FORMA INVOICE ITEMIZATION		
Please read, accept, sign and date the following items:		
MERCHANDISE CLAIMS	ACCEPTED	DATE
TRANSPORTATION	ACCEPTED	DATE
POWER OF ATTORNEY	ACCEPTED:	DATE:
CHANGE ORDERS	ACCEPTED:	DATE
1ST BILL OF EXCHANGE	ACCEPTED	DATE:

Figure 11C

Stroh, FIG 11c.

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The pro-forma invoice shown in FIG. 11C comprises a cover sheet divided into an upper information section and a lower, agreement section. As labeled in FIG. 11C, the upper section sets forth basic information on the exporter issuing the pro-forma invoice, on the importer, on a bank of presentation, referenced as the importer's or buyer's bank herein, summary information regarding the pro forma invoice, the terms of sale, a ship-to location, carriage insurance information, information regarding import certification and import documents required as well as an itemization of the pro forma invoice. The itemization can contain one or more traditional invoice lines setting forth quantity, description, price and extension of goods shipped, where the shipment comprises a small number of items, or it may reference an attached conventional pro forma invoice for more complex shipments.

The lower, agreement section of the cover sheet provides agreement paragraphs regarding merchandise claims, transportation, a limited power of attorney, change orders and a first bill of exchange. Preferably, the importer-buyer is required to sign, date and accept each of the paragraphs individually, prior to the triggering event set forth in the first bill of exchange. In most cases, in practicing the invention, acceptance of the paragraphs regarding removal of merchandise claims from the payment cycle and payment of a first bill of exchange will be required, while the other agreement paragraphs are optional, but preferable. If desired or required, the seller, or the seller's agent, can also sign or otherwise indicate its assent to and authorization of the pro-forma invoice. It will also be understood, that where the financing process is buyer-initiated or controlled, the material elements and information in the pro-forma invoice can be incorporated in a purchase order or purchase order cover sheet with suitable changes.

The following tables provide non-limiting examples of information and agreement paragraphs that may be employed in the pro forma invoice when practicing the invention. The table headings reference the legends used in FIG. 11C to indicate locations where the table data may appear on the pro-forma cover sheet. It will be appreciated that the arrangement of data or data sections on the pro-forma invoice can be widely varied. Those of ordinary skill of the art will understand the abbreviations used and variations that may be made within the spirit of the event. It will also be understood that much of the variable data can be

Stroh, col. 28, lines 23-67.

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computer-generated from available databases or from other program procedures, for example, importer or exporter setup routines where the required information has previously been gathered or maintained. Curly parentheses, "{ }", indicate possible sources for required data items.

Stroh, col. 29, lines 1-6.

TABLE 1

Exporter Information		29
Exporter's DUNS #: {D&B lookup}	Exporter named Party {N.P. or contact}	
Company {from exporter set-up}	Address 1 {from exporter set-up}	
Address 2 {from exporter set-up}	City "	25
State/Province "	Postal Code "	
Country: " ISO Country code: "	Tel: "	
Fax: " Email: "	www: "	

TABLE 2

Terms of Sale		25
1. Payment: League of Nations Convention on Bills of Exchange 1930/31		
2. Shipping terms: EXW loaded, INCOTERMS 1990		30
3. Governing Law: UN Vienna Convention on the International Sale of Goods (1980)		
4. Merchandise Claims: not later than {cover in tenor} days after shipment		
5. Shipped under "Retention of Title"		
6. Latest shipping date: / /		35
7. If Credit APPROVED: Documents against acceptance: Tenor: days		

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TABLE 3

Importer Information		
Docs # {from importer set-up}	Addr {ip from importer set-up}	50
Importer: {from importer set-up}	address "	
address:	city, unit, postal code "	
tel: " fax: "	Email: "	

TABLE 4

Ship to:		
5		
Ship to: {from importer set-up}	Addr {customer fills in}	
Warehouse: same		
Address same	city, unit, postal code: same	
10 tel: " fax: "	Email: "	

TABLE 5

Pro-Forma Invoice Summary Information		
20		
PROFORMA invoice #:	Customer id:	
{fills in from doc}	{on proforma {from accounts}}	
DALB: {entered from proforma}	Amount: {entered from proforma}	
1 Ship by date: {entered from proforma}		

TABLE 6

Bank of Presentation		
35		
BANK OF PRESENTATION {importer fills}		
Branch:	Contact:	
Address 1		
Address 2	city, unit, postal code	
tel: fax:	email:	
40		

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TABLE 7

Carriage Insurance Information	
45	Insurance Company: {importer fills} Policy # _____ Marine all risks: shipper's load & count, insurance at the cost and risk of buyer. Enter here the customs (HS) code most applicable to these goods: _____
50	

TABLE 8

Import Certifications	
55	Import Certifications Required ORIGIN (from) _____ Other _____

TABLE 9

Import Documents Required	
Import documents required for customs clearance	
Type: Invoice Packing List	Other documents CERTIFICATE OF _____
Originalist no. _____	Copies no. _____

TABLE 10

Pre-Fourth Invoice Initialization			
Harmonized System Codes: Correct or amend HS numbers to reflect your classification.			
Provide Invoice Total from selected domestic Formized Invoice attached, or single Form listed below with Harmonized System numbers (8 digits required).			
HS# [enter] _____	quantity code # _____	units	unit value extension
HS# [enter] _____	unit # _____	units	unit value extension
Item or Lot value \$ _____		Accepted []	Date " _____"
{exporter date from previous page}	{time date computer clock}	{importer date from previous page}	
{proforma invoice # from prev. page}	{total proforma invoice amount from previous page}		
{skip by date from previous page}			

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TABLE 11

Agreement Section Paragraphs

Merchandise Claims: In accepting this pro-forma invoice, the importer specifically agrees to recognize the Bill of Exchange as a payment instrument under which payment is made as a financial instrument subject to the League of Nations Convention of 1931 for successor treaties which specifically excludes merchandise claims as a reason for non-payment or a reduction in payment of the amount of the Bill of Exchange. The exporter and the importer mutually agree to accept the terms of sale as stated, and to identify and settle merchandise disputes as a transaction separate and apart from the payment transaction, in accordance with the INCOTERMS.

Accepted: _____ DATE: _____

Transportation: As the owner of the goods, exporter loaded, the importer will specify with the power of attorney below (or leave blank), a door to door, multimodal transportation company, with its own offices in both the country of exportation and country of importation, shipping the goods at the account and risk of the importer, such that the transportation of goods is covered by one waybill only on a door to door basis, and with a transportation company that has electronic tracking capability such that the carriage and the delivery of the goods can be monitored and established (including proof of delivery) by electronic means. In no event, that this importer does not wish to select such a carrier, a blank limited power of attorney will enable the exporter or EISC on behalf of the importer to use their best efforts without obligation to select a carrier that meets the above criteria who is willing to undertake carriage of the goods at the expense of the importer.

Accepted: _____ DATE: _____

Limited POWER OF ATTORNEY (required in order for documentation to be completed in the US on your behalf)
You authorize _____ to act as forwarding agent for you for Export Control, Census Reporting, and Customs purposes. If you have no permanent residence in the United States, you also authorize Trade Finance Service Corporation to accept service of process issued by the Department of Commerce, Department of Treasury, or any other Federal Government Agency or Court addressed to you and your consent to permit jurisdiction and venue of any Federal Court or administrative tribunal in the United States. You hereby certify that all statements and information contained in the documentation relating to exportation are true and correct. Furthermore, you understand that falsified document penalties, including forfeiture and sale, may be imposed for making false or fraudulent statements or for the violation of any United States laws on exportation, including but not limited to 15 U.S.C. Sec. 363, 22 U.S.C. Section 490, 16 U.S.C. Section 1361, and 50 U.S.C. App. Section 2412.

So agreed as agreement and acceptance signed below:

Initial here: _____ date: _____

Change Orders: Changes to this transaction can be made up to the time of shipment by the exporter issuing and the importer accepting a new pro-export form invoice with a covering PHFI and then Bill of Exchange attached in strict conformity with the terms of the new transaction. By initial agreement, these documents may be exchanged by fax between fax machines regularly used in the normal course of business and listed herein. Also by mutual and explicit agreement faxed documents which appear on their face to have been signed by either party shall be considered for the purpose of this and the date of transaction as having signatures so that any and all rights and obligations accruing to this document covering a particular transaction shall in the same way extend to a subsequent transaction modifying this transaction. The importer identified above, and sign to this document explicitly agrees not to challenge a faxed signature on a bill of exchange which on its face appears to have been signed to modify the initial transaction.

Accepted: _____ date: _____

First Bill of Exchange: The First Bill of Exchange shown below represents a commitment to pay the First of Exchange (second payable) when accompanied by shipping documents and for to accept the Second Bill of Exchange which will be issued with the invoice on shipment date. Upon acceptance of the second of exchange, the import documents will be released. Upon the payment of the Second Bill of Exchange, the First Bill of Exchange is extinguished. Upon non-acceptance of the First Bill of Exchange the transaction will not be entered into. For non-acceptance of the Second Bill of Exchange, an instruction for protest has been issued, and the shipping documents with the First Bill of Exchange (accepted) will be presented for payment. Non-payment will be protested. You must sign and date the pro-forma invoice attached and the space marked "ACCEPTED" on the document below to initiate this transaction. You may fax this document and the signed pro-forma invoice as advice of acceptance, however, the transaction cannot be officially entered until the signed document is received in the mail.

Stroh, tables 1-11 (found at cols. 29-32).

In short, neither Barnes et al. nor Stroh disclose the use of intrinsic and extrinsic terms as part of the total electronic catalog creation and procurement system as recited in the claims at issue. According to the present invention, electronic catalog creation and access to the customer

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are performed by applying *pre-negotiated* contract terms (as opposed to terms negotiated as part of the process as in Stroh) between the purchasing entity and the vendor – employing both intrinsic and extrinsic terms. In other words, contract terms specific to each vendor are automatically translated into a specific vendor catalog which is made available to the customer for purchase. Thus, the electronic catalog specifies all terms necessary for the customer based on the pre-established contract between the vendor and the customer's company, along with those terms that would necessarily arise if a contract was to be performed between the vendor and the user perusing the catalog, such as all delivery terms, taxes, duties, commercial standards, company policies, etc. All of these intrinsic and extrinsic elements are provided to the user as part of the electronic catalog forming the front end of the electronic procurement process, thereby enabling the user to review these elements **BEFORE** making a purchase decision while ensuring compliance with these terms by maintaining an electronic procurement process that enforces the displayed terms **AFTER** the decision making process. In contrast, Stroh adds contract terms **AFTER** the purchase decision, which are not necessarily available to the decision maker when comparing potential purchases from various vendors.

The electronic procurement system of the present invention intelligently applies the customer's pre-negotiated service level delivery agreements to ensure full compliance with these agreements and to match the catalog items displayed to the user when the user makes his purchase decision. The host architecture has an access interface where the customer's authorized users can access web documents, some of which contain among other things, the commercial terms applicable to a set of elements the user may select to purchase including those terms not expressly stated in the pre-negotiated contracts, but would arise if the customer selects the item.

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All of these elements (including both intrinsic and extrinsic terms) are made available to the user prior to selection by the user before making a purchase decision.

The disclosed method of providing electronic procurement to a purchasing entity also includes the automated process of collecting a fee from the purchasing entity that is based on the value of the contents of the electronic shopping basket. This is a fully automated process for extracting the pre-negotiated commercial terms from the purchase price. The items in the catalog are pre-priced by the decision-engine coupled to the database. The pricing is based upon the purchaser's delivery location (*e.g.*, reflecting extrinsic terms) and customer's pre-negotiated OEM price, (*e.g.*, an intrinsic term). Pricing is calculated in the customer's local currency and reflects the local tariffs, duties, taxes, trade block adjusters and any other country specific commercial terms – all the foregoing of which comprise extrinsic terms because they are not part of the pre-negotiated commercial terms but rather arise out of the place where the sale will occur.

The e-procurement system enables the customer to transact in multi-currency/multi-vendor/multi-OEM/multi-country catalogs. The e-procurement system has the capability to expose the customer catalogs both globally and locally based on pre-negotiated customer contractual terms. These features are included in some of the claim elements that will be discussed below.

Referring specifically to independent claim 1, this claim includes the recitation:

constructing an electronic catalog having one or more pages by
selecting elements to be included in the pages, and providing
commercial terms applicable to the included elements, where the
selecting and providing steps are performed consistent with
contract terms between the purchasing entity and the vendor,
*wherein said commercial terms include both intrinsic terms and
extrinsic terms...*

[emphasis supplied].

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As set forth in the specification in paragraphs [0087]-[0088], the key commercial terms are used to customize the electronic catalog for a given user and these key commercial terms include both intrinsic and extrinsic terms. Intrinsic terms include listing and pricing, whereas extrinsic terms include terms that are derived indirectly from the contract or are a consequence of implementation of the contract, such as taxes, duties, tariffs, laws, and in-country business rules.

As noted in prior responses and recognized by the Examiner, Barnes et al. fails to teach the aforementioned electronic catalog and procurement system that employs commercial terms with both intrinsic terms and extrinsic terms between the company and the vendors, which intrinsic and extrinsic terms are then used to control the display of catalog items to a user and purchasing of an item from the catalog when a user of the company purchases items through the system.

With regard to claims 2-11, similar limitations appear. For example, claim 2 states: "a plurality of web documents forming pages of an electronic catalog, the web documents generated from elements selected in accordance with contract terms between a purchasing entity and the vendor, and at least one web document containing commercial terms applicable to the selected elements, *wherein said commercial terms include both intrinsic terms and extrinsic terms.*" [emphasis supplied].

Thus, as recited in claim 2, web pages to be displayed to the user are generated showing both intrinsic and extrinsic terms. Again, the intrinsic terms are those specified in the previously negotiated contracts and the extrinsic terms are those terms that must arise from the fact that the contract will occur between the vendor and the user.

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Claim 3 includes the recitation "constructing an electronic catalog having one or more pages by selecting elements to be included in the pages, and generating commercial terms applicable to the included elements; where the selecting and generating steps are performed in accordance with contract terms between the purchasing entity and the vendor, wherein said commercial terms include both intrinsic terms and extrinsic terms." Here the intrinsic and extrinsic terms are used as part of the electronic catalog construction.

Claim 4 includes the recitation "generating a plurality of web pages to form a user-specific catalog which includes a set of deliverables that may be supplied by a supplier to a purchasing entity, wherein items contained in the set of deliverables and commercial terms for the supply of the deliverables are determined between the supplier and the purchasing entity in advance of the e-procurement session, wherein said commercial terms include both intrinsic terms and extrinsic terms. This claims uses the intrinsic and extrinsic terms to create the web pages being displayed to users.

Claim 5 includes the recitation "providing a user electronic access to a catalog of deliverables that may be ordered by the user where the catalog is constructed according to terms of a contract for purchase and sale of deliverables between a purchasing entity and a supplier, wherein said terms include both intrinsic terms and extrinsic terms."

Claim 6 includes the recitation "generating one or more web-page listing items and prices associated with the listed items suppliable by an OEM to a purchasing entity, where the listed items and prices are determined between the OEM and the purchasing entity in advance of the e-procurement session, wherein said generating includes using commercial terms of a pre-

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established contract between the OEM and the purchasing entity, and the commercial terms include both intrinsic terms and extrinsic terms.”

Claim 7 includes the recitation “constructing a set of purchasable items incorporating a pre-established standard of the organization, wherein said pre-established standard includes both intrinsic terms and extrinsic terms.”

Claim 8 includes the recitation “constructing a set of items purchasable by the organization in accordance with terms of a pre-established contract between an original equipment manufacturer and the organization, wherein said contract includes both intrinsic terms and extrinsic terms ... determining, in response to user request for access, a subset of items for display on web-pages and associated pricing for each item in the subset consistent with the contract and both the intrinsic terms and extrinsic terms.”

Claim 9 includes the recitation “a database containing a set of items purchasable by the organization in accordance with pre-established terms of a contract between an original equipment manufacturer and the organization and further containing decision rules derived from the contract terms, wherein said contract terms include both intrinsic terms and extrinsic terms.”

Claim 10 includes the recitation “constructing a set of items purchasable by the organization in accordance with pre-established terms of a contract between an original equipment manufacturer and the organization, wherein said terms include both intrinsic terms and extrinsic terms.”

Claim 11 includes the recitation “constructing a catalog of a set of deliverables, members included within the set and prices associated with each member are established between a purchasing

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entity and a supplier prior to the electronic ordering, wherein said constructing includes using both intrinsic terms and extrinsic terms of an agreement between the purchasing entity and supplier

As recited in some of the independent claims, the order is forwarded to a vendor for fulfillment with the specified intrinsic and extrinsic terms. This ensures full compliance with the company's pre-established contract including all commercial terms.

Still, as recited in some of the independent claims, an access is provided that enables an authorized user to view all of these key terms as part of the pre-purchase decision process, both intrinsic and extrinsic terms, applicable to a specific set of items. Stroh and Barnes et al. fails to disclose this capability. In fact, Stroh teaches an automated system for establishing a contract – a purchase order – with all of the terms after the purchase decision is made. Thus, when considering the teachings of Stroh as a whole, even when combined in the manner suggested by the Examiner with Barnes et al., one does not arrive at the claimed invention.

In short, the claimed invention provides a complete end-to-end procurement system that creates an electronic catalog based on terms intrinsic to a previously negotiated contract between a user's organization and a supplier, as well as terms extrinsic to the contract, but nevertheless equally important to the user. The user is also able to view these terms when deciding to place an order. The purchase order is created with both of these intrinsic and extrinsic terms and forwarded to the supplier for fulfillment, thereby guaranteeing the desired contractual terms as well as those terms resulting from the specific user's purchase are part of the resulting contract with the vendor. Barnes et al. and Stroh even as combined in the manner suggested by the Examiner simply fail to disclose such an electronic catalog and related procurement system. The

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Applicant respectfully requests reconsideration and withdrawal of the rejection of claims 1-11 based on the combination of Barnes et al. and Stroh.

CONCLUSION

The Applicant respectfully submits this application is in condition for allowance and requests issuance of a Notice of Allowance.

Although not believed necessary, the Office is hereby authorized to charge any fees required under 37 C.F.R. § 1.16 or § 1.17 or credit any overpayments to the deposit account of MICHAEL P FORTKORT PC, Deposit Account No. 50-3776.

In the event the prosecution of this Application can be efficiently advanced by a phone discussion, it is requested that the undersigned attorney be called at (703) 435-9390.

Respectfully submitted,

By 
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Date: October 21, 2009

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